

Message Text

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PAGE 01 TEHRAN 04674 251150Z
ACTION NEA-10

INFO OCT-01 ISO-00 NEAE-00 PM-04 NSC-05 SP-02 SS-15
ACDA-07 MC-02 L-03 H-01 CIAE-00 INR-07 NSAE-00
OMB-01 EB-07 TRSE-00 IGA-02 /067 W
-----251155Z 037007 /46

P R 251124Z MAY 77

FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC PRIORITY 2794
INFO SECDEF WSHDC
SECDEF WASHDC
USCINCEUR

CONFIDENTIAL TEHRAN 4674

E.O. 11652: GDS
TAGS: MASS
SUBJ: US ARMS SALES POLICY AND TOM JONES VISIT TO
IRAN

REF STATE 115406 (DTG 200135Z MAY 77)

1. WE UNDERSTAND THAT TOM JONES OF NORTHROP IS COMING TO IRAN EARLY IN JUNE. THE F-18L WAS NOT MENTIONED WHEN EMBASSY INFORMED OF JONES TRIP, PURPOSE OF WHICH WE ARE TOLD RELATES TO GOI INTEREST IN CONTRACTING OUT SUPPORT SERVICES AT KHATAMI AIR BASE (F-14S). JONES EXPECTS TO HAVE AUDIENCE WITH SHAH.

2. IN LIGHT OF THIRD POINT OF NEW US ARMS SALES POLICY PROHIBITING "DEVELOPMENT OR SIGNIFICANT MODIFICATIONS OF ADVANCED WEAPONS SYSTEMS SOLELY FOR EXPORT", AND REFTEL PARA 9 POINT, WE ASSUME WASHINGTON WILL TALK TO JONES PRIOR TO HIS TRIP ABOUT PROBABLE IMPACT OF NEW POLICY ON F-18L.

3. AS TO POSSIBILITY OF CONTRACTING OUT KHATAMI
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PAGE 02 TEHRAN 04674 251150Z

SUPPORT SERVICES, APPARENTLY THREE OR FOUR US FIRMS WILL BE ASKED TO TENDER BIDS, BUT NORTHROP SEEMS TO BE LEADING CONTENDER. BASIC CONTRACT WOULD BE WORTH BETWEEN 300 AND 400 MILLION DOLLARS AND WOULD RUN FOR FOUR YEARS. INTENSIVE TRAINING OF IRANIANS TO TAKE OVER SUPPORT ROLE WOULD OCCUR TOWARD END OF THAT PERIOD, AND IS EXPECTED TO TAKE ADDITIONAL TWO

YEARS, SO THAT AT END OF SIX YEARS SUPPORT WOULD BE HANDLED ENTIRELY BY IRANIANS. ASSUMING PROJECT IS SUCCESSFUL IIAF WOULD AIM TO DO SAME THING AT ADDITIONAL THREE BASES.

4. IT WOULD BE USEFUL ALSO TO DISCUSS WITH JONES NEW POLICY AS IT RELATES TO SUPPORT SERVICES CONTRACT IDEA. THIS NOT ENTIRELY CLEAR TO US SINCE ALTHOUGH IT WOULD INVOLVE SERVICES (EXCLUDED UNDER POINT ONE OF NEW POLICY) IT WOULD ALSO LEAD TO INCREASE IN NUMBER OF AMERICANS SERVING ABROAD FOR LONG PERIODS OF TIME IN RELATION TO ARMS TRANSFERS (CONTRARY TO PRESIDENT'S INTENTION AS STATED IN PARA FIVE OF REFTEL). AT SAME TIME ONE COULD CONCLUDE THAT ANY INCREASE IN AMERICANS AS RESULT SUPPORT SERVICES CONTRACT AT KHATAMI LINKED TO WEAPONS SYSTEM ALREADY DELIVERED OR IN PIPELINE (F-14S), AND THEREFORE ASSOCIATED AMERICANS NOT TO BE AFFECTED (CONCLUSION OF REFTEL PARA FIVE POINT NOTED PREVIOUS SENTENCE).

MIKLOS

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Message Attributes

Automatic Decaptoning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: ARMS, POLICIES, VISITS, MILITARY SALES
Control Number: n/a
Copy: SINGLE
Sent Date: 25-May-1977 12:00:00 am
Decapton Date: 01-Jan-1960 12:00:00 am
Decapton Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977TEHRAN04674
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770186-0847
Format: TEL
From: TEHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770517/aaaaaoqj.tel
Line Count: 83
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 76aebc89-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: 77 STATE 115406
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 06-Oct-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2365096
Secure: OPEN
Status: NATIVE
Subject: US ARMS SALES POLICY AND TOM JONES VISIT TO IRAN
TAGS: MASS, OTRA, IR, US, (JONES, TOM)
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/76aebc89-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009